

Message Text

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PAGE 01 STATE 060361

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ORIGIN COME-00

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P R 262119Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY LUSAKA PRIORITY

INFO AMEMBASSY GABORONE

AMEMBASSY KINSHASA

AMCONSUL LUBUMBASHI

UNCLAS STATE 060361

E.O. 11652: N/A

TAGS: BEXP, BC, ZA, CG

SUBJ: MINING EQUIPMENT TRADE MISSION

REF: LUSAKA 0466

1. COMMERCE MOST SYMPATHETIC TO PROBLEMS OF SCHEDULING APPOINTMENTS, OTHER TRADE MISSION ACTIVITIES DURING PERIOD OF SWEDISH VISIT AND POLLED MISSION MEMBERS RE FEASIBILITY CHANGING TRAVEL PLANS.

2. DURING POLLING PROCEDURE, HOWEVER, EACH OF THE MISSION MEMBERS REPORTED WITHOUT EXCEPTION THAT IT WOULD BE EXTREMELY DIFFICULT, IF NOT IMPOSSIBLE, TO RESCHEDULE THEIR TRIPS TO AFRICA TO MEET WITH EMBASSY REQUEST. THE FIRMS STATED THAT THEIR TRAVEL PLANS WERE FORMULATED WEEKS IN ADVANCE AND FURTHER THAT COUNTRIES OTHER THAN THOSE INCLUDED ON THE MISSION WERE ALSO INCORPORATED INTO THEIR TRAVEL PLANS WITH THE MISSION SERVING AS A CATALYST.

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PAGE 02 STATE 060361

CHANGES IN TRAVEL PLANS, EVEN 30 DAYS AHEAD OF TIME,

COULD POSSIBLY DISRUPT THEIR OPERATIONS IN OTHER AREAS
SINCE A WHOLE SERIES OF MEETINGS, APPOINTMENTS, CONFERENCES
HAVE BEEN SCHEDULED IN THESE COUNTRIES.

3. OF SIGNIFICANCE IS THE FACT THAT EACH AMERICAN FIRM
WILL BE REPRESENTED ON THE MISSION BY A TOP LEVEL CORPORATE
EXECUTIVE, THUS CONTRIBUTING TO THE DIFFICULTIES IN THE
REORGANIZATION OF THEIR SCHEDULE.

4. THE FIRMS WERE ALSO OF THE OPINION THAT THE SWEDISH
PRESENCE WOULD NOT BE AN OBSTACLE TO THEM IN ACHIEVING
THEIR OBJECTIVES.

5. IN COMMERCE EXPERIENCE THE PRESENCE OF GROUPS OF
BUSINESSMEN FROM OTHER COUNTRIES DURING A MISSION VISIT
IS NOT AN INFREQUENT OCCURRENCE. IT IS SUGGESTED
THAT THE POSTS MAY WISH TO INITIATE IMMEDIATE ACTION TO
SCHEDULE APPOINTMENTS.

6. COMPLETE DETAILS OF MISSION COMPOSITION FOLLOW SHORTLY.
RUSH

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